

Message Text

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72 (21)

ACTION AF-18

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FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 8949

C O N F I D E N T I A L KINSHASA 7004

C O R R E C T E D C O P Y (MRN 7004 VICE 6704)

E.O. 11652: GDS

TAGS: ENRG, BTRA, CG

SUBJECT: MOBIL NEGOTIATIONS WITH ZAIRE

REF: KINSHASA 2648

1. SUMMARY. MOBIL REP LEONARD REPORTS HIS COMPANY HAS REACHED SERIES OF AGREEMENTS WITH GOZ WHEREBY MOBIL WILL PROVIDE EXPERTS TO PETROZAIRE. COMPENSATION CLAIM FOR \$28 MILLION ALSO SUBMITTED. END SUMMARY.

2. MOBIL NEGOTIATING TEAM HEADED BY WILLIAMS FROM NY CAME TO ZAIRE PREPARED TO NEGOTIATE AGREEMENT ALONG PREVIOUSLY REPORTED LINES (REFTEL). AT OUTSET, MPEYE, HEAD OF PETROZAIRE, SAID GOZ POLICY PRECLUDED DISTRIBUTION COMPANIES ORGANIZED UNDER ZAIRIAN LAW. MOBIL REP LEONARD COULD REMAIN AS "ENVOY" MOBIL HQ; HE COULD NO LONGER BE CONSIDERED TO HAVE ANY RELATIONSHIP TO MOBIL ZAIRE WHICH HAD BEEN TAKEN OVER.

3. AFTER INTENSE NEGOTIATIONS LASTING SEVERAL DAYS, MOBIL SIGNED SERIES OF AGREEMENTS WHEREBY COMPANY WILL
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PROVIDE ZAIRE WITH EXPERTS IN SELECTED FIELDS SECONDED

FROM MOBIL OPERATIONS IN OTHER COUNTRIES. MOBIL HAS ALREADY FURNISHED A FINANCIAL MANAGER FOR PETROZAIRE. OTHER AREAS OF COOPERATION ARE AVIATION FUEL (HOWEVER, MPEYE INSISTS THAT PETROZAIRE WILL PROVIDE THE FUEL) AND SPECIALIZED LUBRICANTS.

4. WHILE MOBIL DISAPPOINTED THAT COMPANY, AS MOBIL, WILL NOT BE PERMITTED TO REMAIN IN ZAIRE, NEGOTIATORS GIVE IMPRESSION THEY SATISFIED WITH AGREEMENTS REACHED.

5. TEXACO REP SEIBERT SEEKING APPOINTMENT WITH STATE COMMISSIONER MUNTU TO DISCUSS HIS COMPANY'S FUTURE. HINTON

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